

## **ESTIMATED PROJECTION OF INCOME AND EXPENSE FOR THREE YEARS**

(Please complete the accompanying schedules)

	<u>YEAR ONE</u>	<u>YEAR TWO</u>	<u>YEAR THREE</u>
Net Sales	\$ _____	_____	_____
Cost of Goods Sold	_____	_____	_____
Gross Profit	_____	_____	_____

### **OPERATING EXPENSES**

Depreciation & Amort.	\$ _____	_____	_____
Accounting & Legal	_____	_____	_____
Advertising	_____	_____	_____
Bad Debt Expense	_____	_____	_____
Dues & Subscriptions	_____	_____	_____
Insurance	_____	_____	_____
Miscellaneous *	_____	_____	_____
Officers Salaries	_____	_____	_____
Payroll Taxes	_____	_____	_____
Rent	_____	_____	_____
Repairs	_____	_____	_____
Salaries	_____	_____	_____
Selling Expenses	_____	_____	_____
Supplies	_____	_____	_____
Taxes	_____	_____	_____
Telephone	_____	_____	_____
Travel/Entertainment	_____	_____	_____
Utilities	_____	_____	_____
Other	_____	_____	_____
TOTAL OPER. EXPENSE	_____	_____	_____
Oper. Profit before tax	\$ _____	_____	_____
Interest Expense	\$ _____	_____	_____
Other Expense	\$ _____	_____	_____
Other Income	\$ _____	_____	_____
Est. Income Taxes	\$ _____	_____	_____
Owners Draw/Dividends	\$ _____	_____	_____
Net Profit	\$ _____	_____	_____

I CERTIFY THE FOREGOING ESTIMATE FAIRLY REPRESENTS THE FINANCIAL PROJECTION TO THE BEST OF MY KNOWLEDGE.

_____ Signature	_____ Title	_____ Date
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- If miscellaneous expense exceeds two percent (2%) of Gross Income please itemize attached schedule.

**NOTE: PLEASE COMPLETE ATTACHED SUPPLEMENTARY INFORMATION, IF AVAILABLE.**

SUPPLEMENTARY INFORMATION  
 TO  
ESTIMATED PROJECTION OF INCOME AND EXPENSE FOR THREE YEARS  
DEBT SERVICE DETAIL

	<u>Year 1</u>			
<u>Creditor</u>	<u>Outstanding Loan Balance</u>	<u>Total Annual Payments</u>	<u>Maturity Date</u>	<u>Interest Expense</u>
_____	\$ _____	\$ _____	_____	\$ _____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
TOTAL	\$ _____	\$ _____		\$ _____

	<u>Year 2</u>			
<u>Creditor</u>	<u>Outstanding Loan Balance</u>	<u>Total Annual Payments</u>	<u>Maturity Date</u>	<u>Interest Expense</u>
_____	\$ _____	\$ _____	_____	\$ _____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
TOTAL	\$ _____	\$ _____		\$ _____

	<u>Year 3</u>			
<u>Creditor</u>	<u>Outstanding Loan Balance</u>	<u>Total Annual Payments</u>	<u>Maturity Date</u>	<u>Interest Expense</u>
_____	\$ _____	\$ _____	_____	\$ _____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
TOTAL	\$ _____	\$ _____		\$ _____

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**SUPPLEMENTARY INFORMATION  
TO  
ESTIMATED PROJECTION OF INCOME AND EXPENSE FOR THREE YEARS**

**INCOME AND COST OF SALES DETAIL**

	<u>Year 1</u>				
	<u>Income Center A</u>	<u>Income Center B</u>	<u>Income Center C</u>	<u>Income Center D</u>	<u>TOTAL</u>
Income	_____	_____	_____	_____	\$ _____
Cost of	_____	_____	_____	_____	\$ _____
Materials	_____	_____	_____	_____	\$ _____
Direct	_____	_____	_____	_____	\$ _____
Labor	_____	_____	_____	_____	\$ _____
Cost of	_____	_____	_____	_____	\$ _____
Sales	_____	_____	_____	_____	\$ _____
Gross	_____	_____	_____	_____	\$ _____
Profit	_____	_____	_____	_____	\$ _____

	<u>Year 2</u>				
	<u>Income Center A</u>	<u>Income Center B</u>	<u>Income Center C</u>	<u>Income Center D</u>	<u>TOTAL</u>
Income	_____	_____	_____	_____	\$ _____
Cost of	_____	_____	_____	_____	\$ _____
Materials	_____	_____	_____	_____	\$ _____
Direct	_____	_____	_____	_____	\$ _____
Labor	_____	_____	_____	_____	\$ _____
Cost of	_____	_____	_____	_____	\$ _____
Sales	_____	_____	_____	_____	\$ _____
Gross	_____	_____	_____	_____	\$ _____
Profit	_____	_____	_____	_____	\$ _____

	<u>Year 3</u>				
	<u>Income Center A</u>	<u>Income Center B</u>	<u>Income Center C</u>	<u>Income Center D</u>	<u>TOTAL</u>
Income	_____	_____	_____	_____	\$ _____
Cost of	_____	_____	_____	_____	\$ _____
Materials	_____	_____	_____	_____	\$ _____
Direct	_____	_____	_____	_____	\$ _____
Labor	_____	_____	_____	_____	\$ _____
Cost of	_____	_____	_____	_____	\$ _____
Sales	_____	_____	_____	_____	\$ _____
Gross	_____	_____	_____	_____	\$ _____
Profit	_____	_____	_____	_____	\$ _____

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